

PURCHASERS' QUESTIONNAIRE
CRAWFISH TAIL MEAT FROM CHINA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than March 27, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning crawfish tail meat from China (inv. No. 731-TA-752 (Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from John Benedetto (202-205-3270).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm purchased crawfish tail meat (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 1997?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing crawfish tail meat from China into the United States or which are engaged in exporting crawfish tail meat from China to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of crawfish tail meat?

☐ No

☐ Yes--List the following information.

Firm name
Address
Affiliation

PART II.--PURCHASES

II-1. Report, as indicated below, your firm's purchases (either directly or through a sales agent or broker) of fresh and frozen crawfish tail meat.

(Quantity in pounds, value in \$1,000)						
Item	1997	1998	1999	2000	2001	2002
FRESH CRAWFISH TAIL MEAT						
PURCHASES FROM U.S. PRODUCERS:						
Quantity						
Value						
PURCHASES FROM CHINA:						
Quantity						
Value						
PURCHASES FROM ALL OTHER COUNTRIES:¹						
Quantity						
Value						
FROZEN CRAWFISH TAIL MEAT						
PURCHASES FROM U.S. PRODUCERS:						
Quantity						
Value						
PURCHASES FROM CHINA:						
Quantity						
Value						
PURCHASES FROM ALL OTHER COUNTRIES:¹						
Quantity						
Value						
¹ Please identify these countries: _____						

PART II.--PURCHASES--Continued

- II-2. If the relative levels of your firm's purchases of crawfish tail meat from different country sources (both domestic and foreign) have changed since 1997 (the year the antidumping duty order under review became effective), please explain the reason(s), noting the country of origin of the product in your response.

- II-3. (a) Did your firm purchase crawfish tail meat from China before 1997?

☐ No--Skip to (c) ☐ Yes

- (b) If yes, has your pattern of purchasing crawfish tail meat from China changed since 1997?

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we discontinued purchases from China because of the order.

☐ Yes, we reduced purchases from China because of the order.

☐ Yes, but we changed the pattern of purchases from China for reasons other than the order (please explain below).

- (c) Has your pattern of purchasing crawfish tail meat from nonsubject foreign sources changed since 1997 (please check all that apply).

☐ We did not purchase from nonsubject foreign sources before or after the order.

☐ No, our pattern of purchasing is essentially unchanged.

☐ Yes, we increased purchases from nonsubject countries because of the order.

☐ Yes, but we changed our pattern of purchases from nonsubject countries for reasons other than the order (please explain below).

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES

III-1. Which of the following best describes your firm as a purchaser of crawfish tail meat (check all that apply)?

☐ Retailer (specify below):

☐ Food Store

☐ Seafood Market

☐ Restaurant

☐ Other (_____)

☐ Distributor

☐ Other (_____)

III-2. If your firm is a distributor or reseller of crawfish tail meat, what are the major types of consumers to which you sell crawfish tail meat?

III-3. List, in order of quantity of crawfish tail meat consumed, the top 3 end-use products for which your firm purchases crawfish tail meat as a component part or material input. Please indicate what percentage of the total cost is accounted for by crawfish tail meat.

<u>End-use product</u>	<u>Percent of total purchases</u>	<u>Percent of cost accounted for by crawfish tail meat</u>
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____

III-4. Have there been any changes in the end uses of crawfish tail meat since 1997?

☐ No

☐ Yes--Discuss the changes, noting the time period in which they occurred.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-5. If your firm is an end user of crawfish tail meat, has the demand for your firm's final products incorporating crawfish tail meat changed since 1997?

- ☐ No ☐ Yes--Please indicate the direction of change and identify the major factors that have contributed to this change and describe the ways in which any changes in demand for your firm's final products have affected your firm's purchases.

III-6. Do substitutes exist for the end-use products listed previously?

- ☐ No ☐ Yes--Please identify any such substitutes and explain the effect of any such substitutes on your sales of the listed end-use products and on your purchases of crawfish tail meat.

III-7. How has demand within the United States (and outside the United States, if known) for crawfish tail meat changed since 1997?

- ☐ Unchanged ☐ Increased ☐ Decreased
☐ Other (describe) _____

What were the principal factors affecting changes in demand?

III-8. Do you anticipate any future changes in crawfish tail meat demand in the United States and, if known, the rest of the world?

- ☐ No ☐ Yes--Please describe and identify the time period.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

- III-9. Please identify any supply factor(s) (e.g., changes in availability or prices of raw materials, energy, or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced crawfish tail meat in the U.S. market since 1997. Please note the time period(s) of any such changes, the factor(s) involved, and the impact such changes had on your shipment volumes and prices.

- III-10. What do you think will be the likely effects of any revocation of the antidumping duty order for imports of crawfish tail meat from China? As appropriate, please discuss any potential effects of revocation of the antidumping duty order on (1) the future activities of your firm and (2) the U.S. market as a whole. Please note the future time period to which you are referring. Attach additional pages if necessary.

(1) Activities of your firm: _____

(2) Entire U.S. market: _____

- III-11. Please provide as separate attachments to this request any studies, surveys, etc., that you are aware of that quantify and/or otherwise discuss crawfish tail meat demand and/or factors affecting crawfish tail meat demand in the (1) United States, (2) each of the major producing/consuming countries, including those subject to this review, and (3) the world as a whole. Of particular interest is such data on an annual basis from 1997 to the present and forecasts of these demand data.

- III-12. (a) Are there other products that could be substituted for crawfish tail meat in its end uses?

☐ No ☐ Yes--Please identify such substitutes. If multiple end uses exist for crawfish tail meat, please discuss potential substitutes for each.

(b) Have there been any changes in the number or type of products that can be substituted for crawfish tail meat since 1997 concerning imports from China?

☐ No ☐ Yes--Please explain.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

(c) Since 1997, have prices for these substitute products increased, decreased, or remained the same relative to those for crawfish tail meat? Have changes in these relative prices caused your firm to shift purchases from crawfish tail meat to the substitute products or vice versa?

III-13. Is buying a product that is produced in the United States an important factor in your firm's purchases of crawfish tail meat (please check ALL that apply)?

☐ No

☐ Yes--Purchases of domestic product are required by law or regulation (for example, government purchases under "Buy American" provisions). This involves ____ percent of all purchases of crawfish tail meat.

☐ Yes--Purchases of domestic product are not required by law or regulation, but are by your customers. This involves ____ percent of all purchases of crawfish tail meat.

☐ Yes--Purchases of domestic product are required for other reasons (please specify these reasons below). This involves ____ percent of all purchases of crawfish tail meat.

III-14. (a) Is the crawfish tail meat market subject to business cycles or conditions of competition distinctive to crawfish tail meat?

☐ No

☐ Yes--Please explain and provide estimates of the duration of any such cycle.

(b) Has the emergence of new markets for crawfish tail meat since 1997 affected the business cycles or conditions of competition distinctive to crawfish tail meat?

☐ No

☐ Yes--Please explain any such changes.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

III-15. Who are your major competitors?

III-16. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving crawfish tail meat based on the producer of the crawfish tail meat you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the producer and why this information is important.

Your firm: _____

Your customers: _____

III-17. Does your firm, and to the extent that you know, do your customers make purchasing decisions involving crawfish tail meat based on the country of origin of the crawfish tail meat you purchase?

Your firm: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

Your customers: ☐ Always ☐ Usually ☐ Sometimes ☐ Never

If at least sometimes, please discuss how your firm or your customers determine the source and why this information is important.

Your firm: _____

Your customers: _____

III-18. (a) How frequently do you make purchases?

☐ Daily ☐ Weekly ☐ Monthly ☐ Quarterly ☐ Annually

☐ Other (specify) _____)

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

(b) Do you expect this purchasing pattern to change in the next two years?

☐ No

☐ Yes--How and why do you expect these changes to occur?

III-19. How many suppliers do you generally contact before making a purchase?

III-20. (a) Do purchases of crawfish tail meat usually involve negotiations between supplier and purchaser?

☐ No

☐ Yes--Please describe these negotiations. In your response, please comment on whether purchasers generally quote competing prices as part of the negotiation process.

(b) Does your firm tend to vary its purchases from a given supplier within a specified time period based on the price offered for that period?

☐ No

☐ Yes--Specify the time period.

III-21. Have you changed suppliers since 1997?

☐ No

☐ Yes--Please list the supplier or suppliers and indicate whether the firm was added or dropped as a supplier. Also give the reasons for the change and how frequently you change suppliers.

III-22. (a) Are you aware of any new suppliers, either foreign or domestic, that have entered the market in the last 3 years?

☐ No

☐ Yes--Please identify the firms and indicate how you become aware of them.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--*Continued*

(b) Do you expect new crawfish tail meat suppliers to enter the market in the future?

☐ No ☐ Yes--Please provide details, noting the specific future time period in your response.

III-23. Please list, in order of their importance, the three major factors generally considered by your firm in deciding from whom to purchase crawfish tail meat for any one order (examples include current availability, extension of credit, prearranged contracts, price, quality of product, range of supplier's product line, traditional supplier, etc.).

1. _____
2. _____
3. _____

III-24. What characteristics does your firm consider when determining the quality of crawfish tail meat?

III-25. How often does your firm purchase crawfish tail meat that is offered at the lowest price?

☐ Always ☐ Usually ☐ Sometimes ☐ Never

III-26. (a) Are U.S.-inland transportation costs a major factor in your firm's consideration of which suppliers to source its crawfish tail meat requirements?

☐ No ☐ Yes

(b) Of the total cost of the crawfish tail meat that your firm purchases, approximately what percent is accounted for by U.S. inland transportation costs (please answer separately for each of your sources)?

Source _____ percent

Source _____ percent

Source _____ percent

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-27. Have individual U.S. producers, importers, purchasers, or foreign producers/exporters of crawfish tail meat influenced the U.S. wholesale market price of crawfish tail meat since 1997?

- ☐ No ☐ Yes--Please identify any such firm(s) and note the time period when the firm influenced price, whether the effect was to increase or decrease the price, and why your firm believes that the actions of the firm(s) were responsible for the price change.

III-28. How frequently does the price of the crawfish tail meat you are purchasing change?

III-29. (a) Do you require your suppliers to become certified or pre-qualified with respect to the quality, delivery or other characteristic of the crawfish tail meat they sell to your firm?

- ☐ No ☐ Yes--Approximately ____ percent of your firm's total 2002 purchases of crawfish tail meat required some form of certification or pre-qualification.

(b) Explain why your firm requires supplier certification or pre-qualification.

(c) Briefly describe the factors that are considered when qualifying a new supplier (e.g., quality of product, reliability of supplier, etc.) and estimate the time it takes to qualify a new supplier.

(d) Since 1997, have any domestic or foreign producers ever failed in their attempts to qualify their crawfish tail meat with your firm or have any producers lost their approved status?

- ☐ No ☐ Yes--Please identify these firms, the countries where they are located, and the reasons why they failed the qualification process.

PART III.--MARKET CHARACTERISTICS AND PURCHASING PRACTICES--Continued

III-30. (a) As an attachment to this questionnaire, please identify and discuss any improvements/changes in the U.S. crawfish tail meat industry since 1997 and explain fully, to the extent possible, the factor(s), including the order(s) under review, that was/(were) responsible for each improvement/change.

(b) Please also discuss fully, to the extent possible, any improvements/changes that you anticipate in the future in the U.S. crawfish tail meat industry. Identify the specific future time period covered in your response, and discuss the factors that you believe would be responsible for each improvement/change.

III-31. Does your firm purchase crawfish tail meat over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases of crawfish tail meat in 2002 accounted for by internet purchases.

PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED PRODUCT

IV-1. Please indicate the countries of origin for crawfish tail meat for which your firm has actual marketing/pricing knowledge.

☐ United States ☐ China ☐ Other countries (specify) _____)

IV-2. Do the specifications/characteristics of crawfish tail meat vary depending on the end-use application or retail market segment the product is destined for?

☐ No ☐ Yes-- Identify the specific end-use applications and/or retail market segments and the general nature of specifications/characteristics that are associated with each application/retail market segment.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT --Continued**

IV-3. Is crawfish tail meat produced in the United States and in other countries used in the same applications?

Please indicate below, using "A" to indicate that the products from a specified country-pair are always used in the same applications, "F" to indicate that the products are frequently used in the same applications, "S" to indicate that the products are sometimes used in the same applications, "N" to indicate that the products are never used in the same applications, and "0" to indicate no familiarity with products from a specified country-pair. ¹		
Country-pair	China	Nonsubject countries
United States		
China		
Nonsubject		
¹ For any country-pair producing crawfish tail meat which is sometimes or never used in the same applications, please explain the factors that limit or preclude such use. <hr/> <hr/>		

IV-4. Do you or your customers ever specifically order crawfish tail meat from one country in particular over other possible sources of supply?

☐ No
 ☐ Yes--Please identify all relevant countries (including the United States and both subject and nonsubject foreign countries) from which you or your customers prefer to order, and indicate why crawfish tail meat from these countries is preferred over product from other countries (please note the specific product in your response).

IV-5. Are certain types of crawfish tail meat available from only a single source (domestic or foreign, including both subject and nonsubject countries)?

☐ No
 ☐ Yes--Please identify the source and the type.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

- IV-6. Please indicate whether prices of crawfish tail meat from different sources have generally been higher, lower, or about the same as those of product from other sources. Please answer for all country combinations you are familiar with (as indicated in your response to the first question in Part IV), including the United States and both subject and nonsubject foreign countries.

_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)
_____	<input type="checkbox"/> Higher	<input type="checkbox"/> Lower	<input type="checkbox"/> Same	priced than from _____
(country)				(country)

- IV-7. If you purchased U.S. crawfish tail meat during 2002, would you have purchased imported product instead, if it were available for a lower price?

☐ No ☐ Yes--How much lower would the price for the imported product have to have been (below the price you paid) before you would have purchased the imported product?

Country _____	_____ percent lower
Country _____	_____ percent lower
Country _____	_____ percent lower

Comments: _____

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--*Continued***

IV-8. (a) Since 1997, has there been a change in the price of crawfish tail meat? If so, has the price of U.S.-produced crawfish tail meat changed more or less than the price of imported crawfish tail meat from China?

☐ No change in price

☐ Prices have changed by the same amount

☐ Price of U.S.-produced crawfish tail meat has changed relative to the price of crawfish tail meat from China

(b) If the price of U.S.-produced crawfish tail meat has changed relative to the price of crawfish tail meat from China, the price of U.S.-produced crawfish tail meat is now relatively

☐ Higher ☐ Lower

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-9. For the factors listed below, please rate how crawfish tail meat produced in each country you identified in your response to question IV-1 compares with crawfish tail meat produced in each of the other countries you identified (including as a minimum comparisons between the United States--*fresh* separately from *frozen* U.S. produced tail meat-- and China, but also include any comparisons between the United States and nonsubject foreign countries and between China and nonsubject countries). Copy this page as necessary to cover all possible country (and *fresh* versus *frozen*) combinations and please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

_____	compared to	_____
(specify country)		(specify country)
Fresh <input type="checkbox"/> Frozen <input type="checkbox"/>		Fresh <input type="checkbox"/> Frozen <input type="checkbox"/>
	SUPERIOR	COMPARABLE
	INFERIOR	
Availability	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>
Lower price ¹	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):		
_____	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>

¹ A rating of "superior" means that the price is generally lower. For example, if you report United States compared to China and check "superior," this means that you rate the U.S. price as generally lower than the Chinese price. Conversely, if you were to check "inferior" in this example, you would be rating the U.S. price as being generally higher than the Chinese price.

**PART IV.--COMPARISONS BETWEEN IMPORTED AND U.S.-PRODUCED
PRODUCT--Continued**

IV-10. For the factors listed below, please rate each in terms of its importance in your purchase decision for crawfish tail meat.

	VERY IMPORTANT	SOMEWHAT IMPORTANT	NOT IMPORTANT
Availability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Price	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum quantity requirements	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PART V.--SUPPLIER IDENTIFICATION

Please list the suppliers from which you have purchased crawfish tail meat since 1997 and approximate the percentage of the volume of your crawfish tail meat purchases each accounted for in 2002.

No.	Firm name	Percentage of purchases	No.	Firm name	Percentage of purchases
1			6		
2			7		
3			8		
4			9		
5			10		